



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE  
CONVENTION AND TRADE CENTER



# Subcontracting Opportunities with Brookhaven National Laboratory (A DOE Prime Contractor)

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# Introduction

## Selling to: Brookhaven National Laboratory

- The Good News
- The Bad News

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## The Good News

We attempt to procure our products and/or services from the six small businesses categories by awarding contracts to qualified and, where applicable, SBA certified small businesses.

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# What We Buy.

These are some of the products/services that we buy:

<b>Apparel/Safety/Misc Equip</b>	<b>\$824,612</b>	Containers	\$89,232
Architect-Engineering Service	\$41,400	Cryogenics	\$237,145
Automotive Repairs	\$75,043	Crystals	\$15,052
<b>Bulk Fuels / Oils</b>	<b>\$1,311,748</b>	Electrical/Electronics	\$3,175,310
Chemicals/Fuels/Gases	\$766,100	Elects-High Tech	\$4,271,891
Communications Equipment	\$548,270	Environmental Engr	\$2,247,327
<b>Computer Maint/Service</b>	<b>\$715,960</b>	Hardware/ Fasteners	\$489,777
<b>Computers</b>	<b>\$7,390,594</b>	High Tech Equipment	\$402,463
<b>Comp. Peripherals</b>	<b>\$654,021</b>	HVAC Parts	\$6,816
Construction	\$11,328,504	Isotopes/Rad Matl	\$31,950
Construction Materials	\$820,414	<b>Janitorial</b>	<b>\$121,432</b>
Consultants	\$277,500	Job Shoppers	\$23,200

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## These are the products/services that we buy (Con't):

<b>Lab Supplies &amp; Equipment</b>	<b>\$2,424,642</b>	Repairs	\$619,313
<b>Landscaping</b>	<b>\$39,683</b>	Research & Dev.	\$3,117,054
Mechanical Equipment	\$1,161,513	Service Contracts	\$4,581,858
Metal / Plastic Raw Material	\$240,144	Silicon Wafers	\$1,801
Metals, Precious	\$9,081	Software	\$603,707
<b>Office Equip/Supplies</b>	<b>\$1,115,175</b>	Testing Services	\$145,866
Optics	\$121,213	Training Services	\$177,645
PCBA/Elect Fabrication	\$67,455	Transportation	\$6,240
Pharmaceuticals/Biologicals	\$21,470	Uniform Rental	\$13,823
Photographic Supplies	\$9,324	Vacuum Equipment	\$936,305
Plumbing Pipe	\$94,355	Video Equip & Supplies	\$106,425
Radiation Protection Instr.	\$3,096		

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## How small business faired in FY05.

- Our FY05 procurement dollars spent with Small Businesses were as shown:
- Small Bus      \$ 60,920,835 or      50.1%
- SDB            \$ 11,004,402 or      10.2%
- WOB           \$ 13,214,283 or      12.2%
- HUB            \$ 5,770,240 or      5.3%
- SDVOB        \$ 527,857 or      0.5%

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## Now the BAD News –

We rarely, if ever, buy these products and/or services on the open market:

Advertising/PR Services  
Direct mail services  
Healthcare Services  
Insurance  
Military Products/Services  
Printing

Automotive vehicles  
Food Products/Services  
Illegal Products  
Legal & Medical Services  
Photography Services  
Web Design/Hosting

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## What we DO NOT need new sources for.

These are some of the Products/Services we buy but do not need new sources for:

Computer equipment & services

IT services

Janitorial supplies

Laboratory supplies

Office supplies

Safety supplies.

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# How We Buy:

Purchases are made using several methods:

Credit Cards

Purchase Orders

Blanket Orders

E-Procurement

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## How We Buy (Con't)

### The E-Procurement System is being developed with Small Businesses in mind:

Supplier requirements for e-procurement consideration are:

1. Supplier must provide an Electronic Catalog File\*.
2. Supplier must attach a specified bar coded label to every box or carton shipped to BNL.
3. Supplier must be able to receive electronic purchase orders.
4. Supplier must be able to accept Electronic Funds Transfer (EFT).

\* NO punch-out catalogs are being used.

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# What do I do first?

Whether you are just starting out or you are a seasoned firm to do business with the Government or Government Prime Contractors you should be registered in the free Central Contractor Registration (CCR) Database – specifically the Dynamic Small Business Search, which can be found at:

[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)

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## Marketing Tips

- Identify your unique capabilities , your market niche, and focus on them.
- Consider Teaming Agreements or Joint Ventures with large businesses to win proposals. Sell the large business on this idea by stressing your flexibility to meet the customers requirements.
- Develop a succinct, **one page summary** of your company's expertise and capabilities: including relevant experience, references with federal agencies, SBA & other registrations, your small business type, etc.

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# Food for Thought

Selling to the Laboratory does require the submittal of extra documentation but this is usually offset by the fact that many of the normal business expenses such as entertainment – gifts-gratuities, etc. are not allowed in government contracting. Keep this in mind when you are preparing your quotes and proposals.

Thank you for your attention.

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